ALBERTA

Premier's Message

It is the energy and innovation of Albertans that fuels the growth and diversification of Alberta's economy. The greater the challenges put before Alberta's entrepreneurs, the further they go to achieve success. This winning spirit is evident throughout our business community.

As important as these qualities have been over the past years, energy and innovation will prove even more essential during the 1990s. The decade ahead will be marked by intense intellectual and technological competition. Within this highly complex and sophisticated environment, Alberta business will find programs offered by the provincial and federal governments valuable in developing and implementing effective strategies for growth.

This guide describes the resources available to help you to expand, diversify and increase your competitiveness as you meet the challenges of the 1990s. I encourage you to make full use of these programs and services and to work in partnership with the provincial government as we move toward the year 2000 together.

Don R. Getty
Premier of Alberta

92-07476/

Business Program Guide

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The information contained within this guide was compiled by the Policy and Planning Division, Alberta Economic Development and Trade on behalf of the Government of Alberta.

TOWARD 2000 TOGETHER

The Challenge

Futurists tell us we will witness more changes in this last decade before the 21st century than we've seen over the past ninety years. Rapid technological advances and a more sophisticated, competitive global economy have the potential to change the way we live and the way we do business. Increasing emphasis on the environment, the emergence of a single European market, continued unfolding of the Canada/US Free Trade Agreement, and lowering of interprovincial trade barriers are only a few of the known challenges and opportunities that will present themselves as we venture toward 2000.

Building on a Strong Foundation

Over the past decade, an energetic partnership of private enterprise, the research community and government has built an Alberta economy that is stronger and more diverse than ever before. Alberta's entrepreneurs have penetrated new markets with innovative products and services and new ways of doing business on a global scale. Alberta's researchers have made outstanding technological advances and opened up new business opportunities by taking them from the laboratory to the marketplace. And the Alberta government has created a supportive environment in which free enterprise and innovation can succeed.

Advanced technology centres and major tourist attractions have been developed, and an extensive infrastructure of transportation, communications, education and health care has been put in place. Standing on this strong foundation, Albertans are now poised to compete successfully in the 1990s and beyond.

Partners in Progress

With private enterprise leading the way, the Alberta government is a committed partner in the province's economic development. Taking its cue from the private sector, the government will continue to encourage economic diversification with programs and services designed to help Alberta's business community reduce costs, increase productivity, strengthen marketing skills, and compete effectively in the global arena as we move toward 2000.

How to Get the Most From This Guide

Alberta's *Business Program Guide* provides a single-source directory of programs and services offered by provincial and federal government departments to help Alberta businesses help themselves.

The Guide is organized into two sections. The first contains information on 83 programs and services offered by 15 provincial government departments and agencies. The second offers descriptions of 24 programs and services available from 10 federal government departments and agencies.

Departments are listed alphabetically, making it easy for you to find the programs which directly relate to your business or industry. You may also want to turn to other departments and agencies, since a number of business programs and services cut across several sectors. To find out if you qualify for a program, contact a department representative – or call The Business Line: 1-800-272-9675 (Within Edmonton, call 422-9494)

Programs and services listed are available at time of printing.

AGRICULTURE

Contact:
Information Services
Telephone: (403) 427-2127
...or the specific program contact where listed

Agri-Food and Processing Development Program

This program is available to individuals or businesses engaged in processing and marketing food or feed products or considering the establishment of such operations within Alberta. It provides financial assistance on a 50-50 cost-sharing basis in the form of grants payable at the conclusion of an approved project. Grants cover such projects as increasing technological awareness, developing products and processes, developing packaging and promotional material, undertaking feasibility studies, and providing management or marketing education. Grants are also available to assist in the development and promotion of a commodity, industry or animal breed.

Alberta Agriculture Development Corporation (ADC)

ADC is a Crown corporation which has direct lending programs and loan guarantee programs for Alberta farmers and agri-businesses. ADC acts as a primary lender to beginning farmers, providing loans at preferred interest rates, and as a lender of last resort for agri-business loans. CONTACT: (403) 679-1311 (Camrose)

Alberta Agriculture Research Institute

The Institute is a provincial Crown corporation created to promote, support, and coordinate agricultural research and to encourage greater private sector participation in research endeavors. Through its Matching Grants Program, the Institute funds research activities within such areas as agricultural production, food processing, marketing and resource conservation.

To assist information transfer among scientists, the Institute also funds a Research Coordination Program. As well, the Institute is the province's review and approval agency for the National Agricultural Biotechnology Initiative.

In addition, the Institute manages the Farming for the Future Program.

Farming for the Future

This agricultural research program is supported by the Alberta Heritage Savings Trust Fund. The program funds a wide range of research and demonstration activities in agricultural production processing and marketing. The program provides financial assistance through the Research Program, which supports basic and applied agricultural experimentation, and the On-Farm Demonstration Program, which facilitates the transfer of research findings from the laboratory to the farming community.

Alberta Market Development Assistance Program

This program aims to enhance the export potential of Alberta companies in agricultural production, processing, marketing or consulting. Eligible companies can receive financial assistance to cover a portion of the costs incurred for market identification trips, out-of-province trade fairs and exhibitions, incoming buyer visits, outgoing sales trips, and market feasibility studies. The program has been established by Alberta Agriculture to supplement the federal Program for Export Market Development (PEMD).

Alberta Special Crop and Horticultural Research Centre

The Research Centre is devoted to problem solving, and to production-oriented research on special crops and greenhouse and field production of vegetables and ornamentals. The Centre provides information services on production practices, variety recommendations, marketing, processing, storage, and handling. Pest and disease control program services are also provided. CONTACT: (403) 362-3391 (Brooks)

Alberta Tree Nursery and Horticulture Centre

The Centre carries on shelterbelt plant production and tissue culture production on nuclear seed potatoes, saskatoons and other small fruit plants. The Centre has an extension and research function in woody plants, protected crops, vegetables, seed potatoes, and tissue culture (biotechnology), as well as a basic pathology program for micropropagated plants. The resources of the Centre are used by several other government departments and agencies, as well as other branches within the Plant Industry Division. CONTACT: (403) 422-1789 (Oliver)

Food Laboratory

This facility provides laboratory services to help ensure the quality, safety, and nutritional value of Alberta products. Located in Edmonton, the laboratory provides microbiological, chemical and organoleptic evaluations, and related consulting services. These services are available to all sectors of Alberta's food industry, hospitals, and government agencies concerned with food production, processing, quality, inspection, transportation, export, and retail trade.

Food Processing Development Centre

The Centre helps Alberta food processors in the development and packaging of new/improved products and the application of new processes. The Centre's information service assists in the acquisition, interpretation, and adaptation of scientific or technical literature to resolve specific problems. Product development laboratories at the Centre have facilities for product formulation, ingredient assessment, and sensory evaluation of food products. Pilot plant equipment can simulate industrial production, produce products for test market purposes, and develop novel processing methods or techniques. The Centre also provides an in-plant consulting service on production problems and new product and packaging technology. CONTACT: (403) 986-4793 (Leduc)

Lacombe Field Crops Branch

The Branch is responsible for technology transfer in cereals, oilseeds, forage, special crops, and seed technology, as well as plant breeding and agronomic research in feed barley, winter wheat and triticale. The Branch provides information on production practices, crop varieties and seed processing. It works closely with commodity and producer groups to increase technological awareness and production efficiencies. The research section is a leader in the development of semi-dwarf and hull-less barley, and also conducts research on winter cereals for annual forage and grain production. CONTACT: (403) 782-4641 (Lacombe)

CAREER DEVELOPMENT AND EMPLOYMENT

Contact:
Career Information Hotline
Dial "0" and ask for Zenith 22140
In Edmonton, telephone: (403) 422-4266

Skills Alberta

Skills Alberta is designed to assist employers create a Plan for Training individualized to the organization and its specific training needs. Skills Alberta is intended to build the employers' training skills enabling them to organize their future training programs. While most training may be eligible for funding support, priority will be given to training for: in-house staff trainers; economic diversification projects; work-based literacy and numeracy; and local training priorities.

To qualify for funding employers must submit for a Plan for Training identifying the nature of the training, how it is linked to the organizations' goals and why it was selected. All Plans for Training will be discussed in detail with employers and Plans for employers receiving financial assistance will be monitored during the training process.

Alberta Tailor-Made Training Program

The Alberta Tailor-Made Training Program is designed to assist economic diversification by providing special training support in meeting the unique human resource needs of new and existing private sector companies that are considering capital investments in Alberta. The investment must create new employment opportunities while diversifying the provincial economy through technology transfer, export growth and/or import reduction. Assistance is negotiated with individual companies based on the identified skill development needs of their employees.

Employment Alternatives Program (EAP)

EAP funds private sector employers who provide full-time jobs for social assistance recipients and individuals whose employment insurance benefits have ended within the last year. Incentives for training eligible employees are also provided.

CULTURE AND MULTICULTURALISM

Contact:
Information Services
Telephone: (403) 427-6530

Assistance for Commercial Art Galleries

This assistance commences April 1 of each year. Commercial art galleries may apply to the Alberta Foundation for the Arts for media advertising co-sponsorship to host exhibitions of works by Alberta artists. Generally, the lottery-funded Alberta Foundation for the Arts will consider over 50% of estimated media advertising costs for art exhibitions, offering a maximum amount as determined by the Foundation. CONTACT: (403) 427-6315 (Edmonton)

Assistance to Book and Periodical Publishers

This assistance program furthers the development of the publishing industry in Alberta. Alberta book and periodical publishers may be eligible for assistance from either the Film and Literary Arts Branch of the Department or the Alberta Foundation for the Arts, which is also supported by the lottery fund. CONTACT: (403) 427-6315 (Edmonton)

Institute of Multicultural Resource Development

The Institute provides resource training, consulting and resource material to individuals, institutions, and companies wishing to function more effectively in today's multicultural society. The Institute provides opportunities for individuals to acquire skills and knowledge that will be of benefit in dealing with a diverse population. CONTACT: (403) 297-8407 (Calgary)

ECONOMIC DEVELOPMENT AND TRADE

Contact:
The Business Line
Dial toll-free 1-800-272-9675
In Edmonton, telephone: (403) 422-9494

Action on Waste

This new initiative is a joint effort by Economic Development and Trade and Alberta Environment to help minimize solid wastes in the province. The program is dedicated to assisting municipalities and industries to find local solutions to waste problems and supporting Alberta businesses that wish to manufacture new products and waste minimization technology and to market recycled products.

Specific programs under the Alberta Action on Waste umbrella will be announced in detail later this year and

will include financial assistance for regional waste management planning, waste minimization pilot studies, enhancement of the existing Resource Recovery Grant program, a province-wide information exchange, a province-wide inventory of industrial wastes, a funding program to support new products and technology development, a program to assist in market development, a telephone inquiry service, and a waste minimization curriculum resource for teachers. Contact: Alberta Environment Recycling Branch (403) 427-5838; Economic Development & Trade (403) 427-2005

Alberta Motion Picture Development Corporation (AMPDC)

AMPDC stimulates the growth of the film and video production industry in Alberta by making loans or guaranteeing loans to qualified producers. AMPDC is authorized to make loans or loan guarantees of up to 60% of the total funds required for the preproduction or development stage of a motion picture and equity investments of up to 25% in the production of motion pictures. CONTACT: (403) 424-8855 (Edmonton)

Alberta Opportunity Company (AOC)

AOC is a Crown corporation intended to stimulate the establishment of new businesses and to assist in the expansion of existing enterprises. The company may make loans or guarantee loans of other lenders and may provide management counselling or other specialized services. AOC is now able to make investments on an equity basis in certain areas including manufacturing, tourism and certain advanced technologies. AOC has also established a Seed Funding Division that will invest up to $250,000 in the development and commercialization of unique or proprietary products. CONTACT: (403) 421-7979 (Ponoka); (403) 427-2140 (Edmonton); (403) 297-6437 (Calgary); 1-800-662-7153 (Alberta toll-free)

Alberta Physical Distribution Program

This program provides workshops and consulting assistance to Alberta firms, businesses and associations aimed at improving the movement, handling and storage of goods. Workshop topics include transportation, warehousing, inventory management, customer service, computers in physical distribution, and electronic data interchange. To help companies improve their physical distribution functions, the program provides special consulting assistance and on-site analysis services on a one-to-one basis. CONTACT: (403) 427-0741 (Edmonton)

Business Counselling

This program provides "self-help" oriented professional counselling services to new and expanding businesses or to businesses wanting to improve their present operation. Business counsellors offer expert counselling as well as departmental publications on finance, marketing, merchandising, and manufacturing. Staff are also available to help organize or conduct workshops and seminars on specific business and economic development topics. This service is available through the regional offices located throughout Alberta. Staff in the regional offices also provide advice and assistance to individuals and organizations on community economic development.

Business Initiatives for Alberta Communities Program

This program provides financial assistance on a cost-shared basis up to a maximum of $12,500 to Alberta communities with populations of 10,000 or less so they may develop and implement strategies to build on and enhance local business growth. Eligible applicants include municipal government bodies, local business organizations, economic development committees and other such groups. Funds may be pooled by adjacent communities sharing economic linkages to a maximum of four eligible communities or $50,000 for the region.

The Business Line

The Business Line is operated by professional staff who are available to answer general questions on business including financing, marketing, manufacturing, and available business assistance programs. If callers require additional information, the operators will refer them to the Department's business counsellors or to the appropriate government department or business organization.

Businesses can access the line by dialing toll-free 1-800-272-9675, or 422-9494 in Edmonton. The line operates Monday to Friday from 8:30 a.m. to 4:30 p.m. All calls are handled in confidence.

Business Site Locations Program

This program provides assistance to companies to effectively consider the comparative advantages of suitable locations throughout Alberta. The business location officers work in concert with and assist Alberta municipalities in collecting critical data to market their communities to active and potential prospects. The Business Locations sector assists with site visits and appropriate contacts for prospective clients, as well as with data gathering.

The International Business Information Service (IBIS)

IBIS is a computer-based bulletin board that banks the most current information about trade opportunities, market intelligence, and support programs to assist Alberta exporters in their marketing endeavors. IBIS is accessible by any computer with a modem and communications software. On-line registration takes only a few minutes and allows immediate and unlimited access to the entire system 24 hours a day, seven days a week. To obtain more information about the service, including the access numbers, call 427-4809 and ask for IBIS.

Investment Matching Service of Alberta (IMSA)

IMSA promotes business formation and new investment by bringing together potential investors and Alberta business

A·L·B·E·R·T·A

Is Your Company Searching For Investment Capital?

Look no further. The Investment Matching Service of Alberta (IMSA) is designed to identify and inventory growth oriented investment opportunities in Alberta. It utilizes the resources of the provincial government — including six international offices and eight regional Alberta offices — to promote these ventures to domestic and international investors.

Let IMSA Work For You!

The search for financing can take a considerable amount of time and expense. IMSA beats the clock with a professional, computerized service and a systematic two-way flow of referrals. A counselling service is also available to assist you in developing business plans and promotional materials.

Confidential And Free!

If you would like to participate in the Investment Matching Service of Alberta call, fax or write:

Investment Matching Service of Alberta
Alberta Economic Development and Trade

Edmonton:
Sterling Place, 9940 - 106 Street
Edmonton, Alberta, Canada T5K 2P6
Phone: (403) 427-3300
Fax: (403) 422-9319

Calgary:
5th Floor, 999 - 8 Street S.W.
Calgary, Alberta, Canada T2R 1J5
Phone: (403) 297-6284
Fax: (403) 297-6168

Alberta
ECONOMIC DEVELOPMENT AND TRADE

opportunities by way of a personalized counselling service supplemented by a computerized matching service. To register with IMSA, investors are asked to complete a questionnaire identifying investment preferences and companies are asked to submit a package of information on their investment opportunity, including a business plan.

Export Loan Guarantee Program

This program provides support to Alberta-based businesses which are exporters or potential exporters of manufactured products. The program's objective is to increase the working capital available to Alberta-based manufacturers by providing partial guarantees of loans made by chartered banks, Treasury Branches and other financial institutions to a maximum of $5 million, provided such loans relate to specific export contracts or orders.

Long-Term Management Assistance Program

This program provides new and existing Alberta businesses with access to professional management consulting to improve management skills and capabilities. To be eligible, businesses must have their head office in Alberta, the majority of ownership by Albertans, and annual gross revenue sales between $50,000 and $5 million. The maximum project length is six months. The program contributes up to $10,000 based on up to 75% of total project costs for the first 100 hours, and up to 50% of the total project costs for the remainder of consulting hours. Applicants must be referred by the Department's professional counselling staff.

Management Assistance Program (MAP)

MAP provides funding to chambers of commerce or other local organizations interested in upgrading the management skills of small businesses in the community. To qualify, these organizations must have a minimum of 20 small businesses per session. Management consultants work with individual firms over a five-month period. Each business receives approximately eight to 10 hours of consulting time which can be used to review systems, finances, marketing or other areas. MAP can also focus on common business interests in a community such as export readiness and exporting retail or hospitality services. Counselling is strictly confidential and is available to owners/operators for a nominal fee.

Market Development Assistance Program (MDAP)

MDAP provides assistance to Alberta businesses interested in enhancing their export potential. Eligible companies can receive financial assistance to cover a portion of the costs incurred for market identification trips, out-of-province trade fairs and exhibitions, incoming buyer visits and outgoing sales trips. The total value of grants allowed per applicant company within any fiscal year is $10,000.
CONTACT: (403) 427-3300 (Edmonton)

Market Feasibility Assistance

Assistance is provided to manufacturers wanting to research markets for new products. The Small Business and Industry Division will cover half of consultant costs, up to $5,000, for companies undertaking bona fide research. Applicants must be referred by the Department professional counselling staff.

New Exporters to Border States Program (NEBS)

NEBS is a federal/provincial program which offers Alberta manufacturers and service companies the opportunity to experience first-hand the skills and intricacies of exporting. The program is educational in nature and includes presentations at a U.S. border crossing and the nearest Canadian Consulate office. Topics discussed include customs clearance, government export programs/services, export financing, dealing with agents/distributors, marketing information and trends.

New Exporters to United States South (NEXUS)

NEXUS is a joint federal/provincial initiative which is designed to assist Alberta manufacturers and service companies which are experienced in exporting to the northern United States and are ready to enter more southern or larger markets. The program usually takes the form of a trip to the new market area. Trips are organized around trade shows, trade marts, or solo shows of Alberta companies and may involve seminars, workshops and individual programs. Specific emphasis is placed on identifying market characteristics, emerging trends, potential agents/distributors, distribution channels and potential buyers.

New Exporters to Overseas (NEXOS)

NEXOS is intended to assist companies with North American experience that wish to expand their exports overseas. It is a federal government program sponsored by External Affairs and International Trade Canada and coordinated with Alberta government departments. These are industry-specific missions structured around trade shows.

Quality Assurance Program

This program offers a series of seminars which provide businesses with a clear understanding of Quality Assurance, Quality Management, and the benefits of implementing these. Seminars may also be adapted to meet the needs of specific business sectors. Quality Assurance is the planned and systematic implementation of a program by an organization to provide customers with adequate confidence that products or services will satisfy specified requirements.

Transportation Export Services for Trade (TEST)

TEST assists companies interested in expanding export markets by identifying transportation options which allow exporting with a minimum of complications. The service helps companies understand transportation arrangements, overall distribution procedures, warehousing and customs clearance. The Transportation Services Branch of Economic Development and Trade provides assistance through workshops and consulting carriers,

freight forwarders, customs brokers and third party transport and trade experts.

Vencap Equities Alberta Limited

Vencap is a publicly-owned venture capital company capitalized at $227 million. It provides equity financing to businesses with the potential to contribute to Alberta's economic development and diversification. Investments of any size are considered; currently more than 20% of Vencap's investments are early stage or seed capital. Funding is provided to all sectors except real estate development and oil and gas exploration and development. Vencap Medical Ventures, a new investment division, provides equity funding and business expertise for emerging health care technologies. CONTACT: (403) 420-1171 (Edmonton)

Winning Initiatives Through Trade Shows (WITS)

WITS helps Alberta companies achieve the best possible return on their investments in trade show participation. WITS offers a series of seminars providing information and advice on accessing the Department's trade show promotion services, pre-show planning, staffing a booth, market evaluation, and follow-up.

ENERGY

Contact:
Energy Communications Branch
Telephone: (403) 427-8697

Alberta Royalty Tax Credit (ARTC)

ARTC is a royalty relief program aimed at enhancing the cash flow of small producers. Under changes effective January 1, 1990, the ARTC became sensitive to crude oil prices, returning to companies a variable percentage of their first $2.5 million of Alberta Crown oil and gas royalties. This percentage varies from a high of 85% for par prices below $100 per cubic metre to a low of 25% at par prices in excess of $210 per cubic metre. Because occasional instances of higher-than-normal world oil prices can trigger a drop in ARTC rates for gas producers who do not benefit from higher oil prices, a supplemental ARTC program was introduced for gas producers effective January 1, 1991. This program guarantees the effective ARTC rate for small gas producers will be 70% for 1991.

Coal Research Program

This program provides funding to private industry for research and technology projects that will enhance the competitiveness of Alberta coals in domestic and international markets, minimize the environmental impact from the production or use of Alberta coal, or result in new uses for Alberta coals. The private sector is encouraged to identify and conduct appropriate projects, and is expected to provide a share of the funding.

Deep Gas Royalty Holiday Program

This program rewards the successful completion of new or deepened gas wells drilled to depths below 2,500 metres. Eligible wells must be located outside June 1, 1985, gas pool boundaries. The value of the royalty holiday increases with the depth of the well to a maximum of $3.6 million. Entitlements must be used within ten years of drilling completion.

Energy Efficiency Program

The Energy Efficiency Program provides information and assistance for businesses seeking ways to conserve energy. An energy audit data base offers a compilation of data to assist in life-cycle costing, operating costs, utility construction, rate structure needs, and energy conservation marketing. The program's free Energy Bus service provides on-site audits to assist business and government in reducing operating expenses through energy management. Information on energy-efficient housing is available to home builders, tradespeople, and realtors. The Transportation Energy Management Program helps Alberta's transportation companies become more competitive and profitable through reduced energy costs, improved safety, extended vehicle engine life, and upgraded vehicle performance and reliability. The Energy Efficiency Branch operates the Energy Matters telephone line to answer questions about saving energy in business. CONTACT: (403) 427-5300 (Edmonton), or (other parts of Alberta) call toll-free Zenith 22339.

Hydrogen Technology Research Program

This research program is funded jointly by government and industry, and encourages the commercial development of technologies for hydrogen production, storage, transportation and use.

Royalty Relief for Enhanced Oil Recovery Program

This program is designed to offset the costs and risks associated with enhanced oil recovery processes. These processes use advanced technology to recover more oil from a pool than is possible with conventional techniques. A producer is allowed to deduct approved costs from revenues before calculating royalties.

Royalty Relief for Horizontal Wells Program

This is a temporary program designed to reduce the higher risk associated with horizontal well drilling techniques. This new technology has the potential to increase Alberta's crude oil reserves by up to 30% and creates less surface disturbance for landowners than traditional vertical techniques. Under the program the definition of horizontal well productivity has been changed to approximate the number of vertical wells that would be drilled to produce a similar area. The program is in effect for wells drilled between December 31, 1990, and January 1, 1993.

Southwest Alberta Renewable Energy Initiative

The Initiative is an economic diversification activity for the Pincher Creek-Crowsnest Pass area of Alberta. It encompasses development and demonstration of all appropriate forms of renewable energy, particularly solar and wind energy. Partial funding for approved projects is provided through the Alberta Heritage Savings Trust Fund.

FORESTRY

Contact:
Forestry Industry Development Division
Telephone: (403) 422-7011

Forest Industry Development Division (FIDD)

FIDD was established to encourage the development of Alberta's forest industry as part of the government's diversification strategy. The division promotes the modernization, expansion, and diversification of the forest products industry. Its R&D branch assists with forest products research to enhance the utilization of Alberta's forest resources and to keep Alberta on the leading edge of forest product technology and development. FIDD also acts as an advocate for industry initiatives with other government departments and agencies, and works to remove impediments to forestry project investment. The coordination of investment interest in recreation and other non-forest resource opportunities is also part of its responsibilities.

MUNICIPAL AFFAIRS

Contact:
Housing Division,
Research and Technical Support
Telephone: (403) 427-8150

Innovative Housing Grants Program

This grants program offers financial assistance to the housing industry. The program encourages and assists housing research, development and technology transfer which has the potential to reduce housing costs, improve the quality and performance of dwelling units and subdivisions, or increase the long-term viability and competitiveness of Alberta's housing industry. Grants of up to $30,000 are available for research, design, evaluation, testing, and small-scale demonstration projects. A limited number of grants of up to $50,000 are available to professionals, organizations, and individuals to offset the costs of large-scale demonstration projects.

NORTHERN DEVELOPMENT BRANCH CANADA/ALBERTA NORTHERN DEVELOPMENT SUBSIDIARY AGREEMENT

Contact:
Dial toll-free 1-800-362-1353
(Peace River Office)
Telephone: (403) 624-6276

This joint federal (Industry, Science and Technology Canada) - provincial initiative is a six-year, $40-million cost-shared agreement expiring March 31, 1992. It is intended to: support efforts to increase the diversity and extent of business and industrial activity in Northern Alberta; assist residents in accessing business and employment opportunities; and support the development of community and regional infrastructure.

Under the Economic Industrial and Business Development element of the Agreement, assistance is available to small and medium sized business to undertake feasibility/marketing studies and prototype/demonstration/pilot projects; to assist in the establishment of new businesses; and to assist in the expansion or modernization of existing businesses.

Applications are being accepted until December 31, 1991.

PUBLIC WORKS, SUPPLY AND SERVICES

Contact:
Communications
Telephone: (403) 422-0326

PWSS is the Alberta government's centralized purchasing agency. The following describes those PWSS services which provide the private sector opportunities for doing business with the Alberta government.

Procurement

PWSS buys, from hundreds of suppliers, more than $300 million a year in goods and services for dozens of departments and agencies of the Alberta government. PWSS maintains source lists of suppliers for all required commodities. The purchase of environmentally responsible products is a PWSS priority and offers additional opportunities for Alberta businesses. For information on environmentally responsible products, and to be put on source lists for most products, call Purchasing Branch (403) 427-4111.

Computer processing, telecommunications and systems activities are planned, coordinated, supplied and purchased by PWSS for Alberta government departments and agencies to a total of $90 million a year.

PWSS operates data-processing facilities for Alberta departmental services such as Attorney General's land titles registries, Solicitor General's driver and motor vehicles registration, and Health Care claims. The majority of systems development, at $12 million to $15 million a year, as well as training, consulting and some selective data processing (such as Health registration), is contracted out to the private sector.

For information about electronic data processing products and services, and to be put on source lists for such items, call Contracted Business Services Branch at (403) 422-1366.

Buildings

PWSS acquires, plans, designs, tenders and maintains buildings constructed for the province. The Department acquires land and administers all government leased space, tenders and manages private maintenance and custodial contracts in government-owned buildings, and offers furniture and interior design services to government departments. PWSS provides centralized inspection and technical services for building management control systems, develops professional and technical standards, and advises on engineering and related disciplines for facilities used by the government.

For information on:

- construction contracts, call (403) 427-3962
- property management, maintenance or custodial contracts, call (403) 427-3381
- land and leasing, call (403) 427-7644

Reservoirs

The design and construction of major water storage projects and related works is a PWSS responsibility and includes preparation of all budgetary requirements, engineering services, preparation of final environmental impact assessments and mitigation works. PWSS applies for all permits and licences, and tenders and administers contracts related to reservoir development.

For information on engineering and environmental mitigation contracts, call (403) 427-7850.

Supplier Development

PWSS, in conjunction with Economic Development & Trade, helps Alberta suppliers identify and forecast business opportunities within Alberta and across Canada. Supplier Development Branch informs Alberta businesses about reduced trade barriers and participates on behalf of Alberta in ongoing discussions about increased trade accessibility.

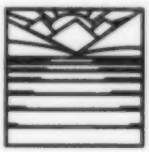
The Branch monitors electronic information systems that list federal and western provincial government business opportunities and can help Alberta suppliers understand how best to take advantage of new government business. CONTACT: (403) 427-2812 or (403) 427-2005 (Edmonton).

Western Purchasing Information Network (WPIN)

Developed by Alberta Public Works, Supply and Services, WPIN is a delivery system for live tender information from the government purchasing branches of British Columbia, Alberta, Saskatchewan and Manitoba. It also carries a considerable amount of federal procurement information. If you wish to subscribe, phone AGT at 231-2584, Calgary collect, from anywhere in the province. Tell them that you wish to subscribe to iNET 2000 to access WPIN. To do this, you will need a computer, a modem, communications software, and a phone line. There is only a small monthly fee for I.D. administration and a $30/hr charge for the WPIN service. Alberta Economic Development and Trade Regional Office staff can provide current tender listings, and also demonstrate the use of WPIN and advise on its benefits to individual businesses. CONTACT: The Business Line (403) 422-9494 (Edmonton); 1-800-272-9675 (Alberta toll-free); Alberta Public Works, Supply and Services (403) 427-4111 or 427-2812

The Source

PWSS publishes The Source, a twice-yearly newspaper of valuable information on the Alberta government business market. The Source carries a regular listing of upcoming business opportunities and an up-to-date list of government buyers, as well as information to help Alberta suppliers do business with the government. The Source is distributed free to Alberta businesses and to government departments and agencies, boards and Crown corporations. CONTACT: (403) 427-4111 or 422-1366.



RECREATION AND PARKS

Contact:
Information Line
Telephone: (403) 422-1097

Contract Service in Provincial Parks and Joint Venture Initiatives Program

This program offers small-sized and medium-sized private sector operators an opportunity to provide services such as maintenance, grass cutting and solid waste removal on a contract basis in provincial parks and provincial recreation areas. Contracting the operations of campgrounds, as well as commercial venture initiatives such as golf course development and operations, are part of the program.

Provincial Park and Provincial Recreation Area Capital Development Program

This program involves planning, design, and construction in selected provincial parks and provincial recreation areas for the purpose of replacing or

upgrading existing facilities, to support tourism, and to improve services for the travelling public. The program is almost entirely carried out through contracts to private sector companies.

TECHNOLOGY, RESEARCH, AND TELECOMMUNICATIONS

Contact:
Corporate and Public Relations
Telephone: (403) 422-0567
...or the specific program contact where listed

The LASER Institute

The Institute is oriented toward the industrial application of laser technology. The LASER Institute assists industry by providing a wide range of laser technology services on a contract basis, including materials processing; the development, use and application of laser sensors; and electronics and medical applications. The Institute offers expertise in feasibility studies, engineering design, training and education. In addition, research and development is conducted in most areas involving lasers, including robotics. CONTACT: (403) 436-9750 (Edmonton)

Alberta Medical Innovation Program

This program assists Alberta's medical scientists, engineers and entrepreneurs with prototype development, testing and clinical trials of promising new drugs and devices. The program grants up to 50% of the costs of commercializing new medical and pharmaceutical products, to a maximum of $500,000. The program is administered by the Alberta Heritage Foundation for Medical Research (AHFMR) in consultation with Technology Research and Telecommunications. CONTACT: (403) 423-5727 (Edmonton)

Alberta Microelectronic Centre (AMC)

AMC offers assistance to industry in the application of microelectronic technology. The broad range of services includes: consulting and feasibility studies, microelectronic prototype development, technology assessment, Application Specific Integrated Circuit (ASIC) design fabrication, sensor research, and development and prototyping. The AMC design capabilities and fabrication facilities offer clients unrestricted, confidential service on a contract basis. Joint research with industry on projects which have commercial market potential is an integral part of the AMC's services. Research emphasis is directed toward solid-state microsensor research and design tools, and software research. CONTACT: (403) 492-3914 (Edmonton) or (403) 289-2043 (Calgary)

Alberta Research Council (ARC)

ARC is a Crown corporation which supports industry and government through a broad range of research activities in science and technology. It is active in basic and applied research and offers analytical and industrial engineering problem-solving in six major areas: industrial and engineering research, advanced technologies, applied sciences, oil sands, coal, and natural resources. The Research Council assists industry on a contract basis or through the Joint Research Venture Program, which offers companies shared cost with research programs carried out at the Research Council facilities. The Alberta Research Council also administers the Industrial Research Assistance Program (IRAP) in Alberta. This National Research Council program provides funding to small and medium sized companies to help them access the research assistance they need. CONTACT: (403) 450-5111 (Edmonton)

Alberta Research Council Biotechnology Pilot Plant

This facility assists industrial clients in biotechnology research and commercialization through the scale-up of laboratory research production to commercial quantities. The biotechnology pilot plant offers a comprehensive range of capabilities on a contract basis, including advanced computerized equipment and processes, a pool of scientific and technical expertise and a range of fermentation capacities up to 15,000 litres. CONTACT: (403) 450-5303 (Edmonton)

Alberta Telecommunications Research Centre (ATRC)

ATRC links academic research and industry applications through joint partners-in-research participation by industry, university and government. Participating industry sponsors have access to laboratory facilities, including extensive computing resources for the support of simulation and signal processing studies, as well as processes, systems and patents developed by the Centre. The research facility focuses on and encourages industry sponsors, university faculty members and graduate students to carry out joint research in areas such as network access, transmission, long-haul networking and circuit techniques. Research efforts reflect current developments in the telecommunications industry: network access, transmission, core network, circuit techniques and wireless research. CONTACT: (403) 440-7200 (Edmonton)

Alta-Can Telecom Inc.

This company was established as a subsidiary of Alberta Government Telephones (now a subsidiary of TELUS). Alta-Can Telecom offers investment funds to private sector ventures in the areas of microelectronics and telecommunications. CONTACT: (403) 530-3663 (Calgary)

Centre for Frontier Engineering Research (C-FER)

C-FER focuses on research related to materials, design and construction for harsh climatic conditions in Arctic and offshore resource development. In addition to its own ongoing research program, C-FER assists industry with research to find ways to increase

productivity in frontier development. C-FER's new facility includes a Temperature Structural Laboratory for testing to -60 degrees Celsius and a Tubular Products Laboratory to assist in the testing of goods which undergo severe temperature deviations. CONTACT: (403) 450-3300 (Edmonton)

Discovery Place One

This complex consists of several multi-tenant buildings which the Calgary Research and Development Authority has developed in the University Research Park to accommodate research incubator facilities. Discovery Place One offers cost-effective facilities for organizations wishing to interact synergistically with the research and technology excellence of The University of Calgary. CONTACT: (403) 282-0464 (Calgary)

Edmonton Advanced Technology Centre

The Advanced Technology Centre was designed and built specifically to house and support early-stage advanced technology companies. The Centre provides a comprehensive program of business support to its entrepreneurial tenants, including flexible and cost-efficient office space, shared office services, professional business consulting services, and information and referral services. CONTACT: (403) 462-2121 (Edmonton)

Electronics Test Centre (ETC)

ETC assists industry by testing and evaluating electronic products including those used in telecommunications, medical electronics, data processing, office automation and process instrumentation. ETC also offers clients design-to-delivery consultation services. It is the only facility in Western Canada providing a wide variety of engineering and testing services to designers, manufacturers, purchasers and government agencies operating in the national and international electronics marketplace. ETC evaluates and tests to required military, government or commercial standards, and its services are accredited by national and international certification agencies. CONTACT: (403) 450-5370 (Edmonton)

First Purchase Program

This program was created to strengthen the existing Alberta goods and services policy and actively promote the utilization of products and processes produced by competitive Alberta firms by all levels of the public sector. The program assists companies in establishing a proven track record in the advanced technology marketplace by providing first-purchase advantage prior to national and international exposure of high-technology products and processes.

Spurt Investment Fund 1

Spurt offers equity investment in seed and early-stage technology enterprises. Investments are made in Alberta high-tech firms with equity capital ranging from $75,000 to $250,000. In addition the Fund provides financial, management, engineering and marketing resources. CONTACT: (403) 530-3663 (Calgary)

Technology Commercialization Program

This program supports the development of Alberta high-technology ventures in priority areas such as electronics, biotechnology, computers and software, telecommunications and advanced materials. The program provides funding to a maximum of 50% of eligible project costs, with government support normally in the form of conditional grants to a maximum of $100,000. Assistance is available for projects which demonstrate and assist innovation in technology-intensive fields such as prototype development, feasibility studies, market studies and protection of intellectual property.

Technology Enterprise Centres

These Centres provide supportive environments for emerging advanced technology companies. Support takes the form of affordable space and shared office services, plus access to scientific and technical assistance and management, legal and accounting advice, and sources of funding.

TOURISM

Contact:
Business Development Branch
Telephone: (403) 422-1362

Alberta Tourism Education Council

The Council provides a framework to address growing challenges in tourism career development and training. Through Alberta's post-secondary education system, with representation from government, industry, and the education community, the Council is helping to structure new approaches to programs and courses for personnel currently employed in tourism or at the entry level. CONTACT: (403) 422-0781 (Edmonton)

Business Development Services

The Branch provides consultative services to tourism entrepreneurs. The Branch offers a "one window" approach to investor/developer counselling, with the primary objective of enhancing the financial solvency and attractiveness of active and proposed tourism businesses. Regional offices are now open in Calgary and Edmonton. CONTACT: (403) 422-1362 (Edmonton) or (403) 297-5039 (Calgary)

Community Tourism Action Plan

Funded from Alberta's lottery revenues, this is a self-help program providing enterprising Albertans with the information they need to capitalize on tourism development and marketing opportunities at the local community level. The program features the Community Tourism Action Plan Manual, a detailed, step-by-step guide for develop-

ment of a community-based tourism strategy and plan. Complementing the process is the Community Tourism Marketing Guide, which offers more specific direction on marketing and promotional activities.

Community Tourism Action Program

This funding initiative provides financial incentives to Alberta communities pursuing new projects in tourism marketing and development on the basis of completed Community Tourism Action Plans. All incorporated municipalities are eligible for funding under the program, which provides $30 million in incentives on a cost-shared basis (75% provincial, 25% local) over a five-year period which began in 1988. Private sector businesses can also apply for funding under the program, with the endorsement of the appropriate municipality and in accordance with the municipality's tourism action plan. CONTACT: (403) 422-9507 (Edmonton)

Team Tourism Marketing Program

This joint government/private sector marketing program is funded from lottery revenues and is designed to help industry market tourism destinations on a regional basis. The program encourages cooperative marketing efforts between private sector operators and Alberta's 14 tourism zones. The government will provide shared assistance (50% provincial, 50% local) with total government contributions of $20 million over five years ending in 1993. CONTACT: (403) 422-0320 (Edmonton)

Travel Alberta Zone Assistance Program (TAZAP)

TAZAP is an annual grant program that supports 14 tourism zones within the Tourism Industry Association of Alberta (TIAALTA). The program is designed to help the zones fulfill their regional "In-Alberta" marketing and development objectives. TAZAP encourages and supports local initiatives and regional programs that stimulate activity and growth in Alberta's tourism industry. CONTACT: (403) 427-7612 (Edmonton)

Alberta Best Program

Alberta Best features two components. The first component will increase the level of awareness of the public and the tourism industry and teach the importance and benefits of providing excellent service. Through the second component, training seminars are made available to assist industry staff and management to increase the quality of their services. The training component is open to those individuals employed in the tourism/hospitality industry. Sponsors may be communities, organizations, associations or private-sector companies. CONTACT: Service Excellence Unit (403) 427-7612 (Edmonton)

Market Planning Skills Program

This program provides practical step-by-step workshops which have been designed to assist Alberta businesses and communities in developing their marketing plans and selecting the most effective promotional tools to reach their markets. Three workshops are presently available to the tourism industry: one for tourist zone associations; one for local tourism operators; and another for communities with registered Tourism Action Plans. CONTACT: Community Services Branch (403) 422-1169 (Edmonton)

TRANSPORTATION AND UTILITIES

Contact:
Public Information Line
Telephone: (403) 427-8588

Alberta Rural Electrification Program

This program provides financial assistance for farmers to obtain new electrical services. Farmers served by rural electrification associations or who are power company customers are eligible for low-interest, long-term loans for their share of the cost of new electrical services. Interest-free advances are also available through this program.

Alberta Rural Gas Program

This program provides grant assistance for the construction of rural gas distribution systems. Unique in the world, the program has facilitated the development of a network of over 95,000 km of pipelines to deliver natural gas to the rural areas of Alberta, allowing rural residents and rural-based businesses and industry to access this clean, economic fuel. Over 5,000 businesses have benefited from this program.

TREASURY

Contact:
Revenue Information, Tax Information Line
Telephone: 1-800-262-9069 (Alberta toll-free)
or (403) 427-3044

Alberta Farm Fuel Distribution Allowance (AFFDA)

AFFDA assists farmers, irrigation districts and other custom farming operators by reducing farm fuel costs. The price of marked fuel is reduced by a grant of 10 cents per litre for diesel fuel and heating oil, and four cents per litre for gasoline. After November 1, 1991, the rate will be eight cents per litre for diesel fuel and two cents per litre for gasoline. In addition, farmers are exempt from the nine-cent-per-litre fuel tax on gasoline and diesel fuels. These benefits are available on approval of a Declaration of Alberta Farmer form. The forms may be obtained from the Revenue Administration Division of Alberta Treasury or from bulk dealers. Farmers may also claim a refund of the 6.5-cents-per-litre fuel tax on propane used in their farm trucks.

Alberta Small Business Deduction

This program provides a 9.5-percentage-point deduction from the general Alberta corporate income tax rate (currently 15.5%) on the first $200,000 of active business income earned by a Canadian-controlled private corporation. The effective income tax rate on qualifying small business income is 6%. The program encourages diversification by allowing for the development and growth of small incorporated businesses in Alberta.

Off-Road Fuel User Exemption (ORFU)

ORFU assists operators of vehicles and equipment that are used exclusively off public roadways for certain commercial purposes. Eligible operators can use marked gasoline and diesel fuel which is exempt from the nine-cent-per-litre fuel tax. A pro-rata fuel tax refund may be obtained on fuel used both on- and off-road in licensed vehicles. This also applies to eligible operators that use propane as a motive fuel. Heating oil also qualifies for this tax exemption. Forms related to this program may be obtained from the Revenue Administration Division of Alberta Treasury.

Small Business Instalment Waiver

This initiative exempts a corporation from making tax instalments during a taxation year if it claims the Alberta Small Business Deduction and taxable income for the year does not exceed $500,000. Eligible corporations can defer payment of Alberta tax until three months after the taxation year end.

ALBERTA FOREIGN OFFICES

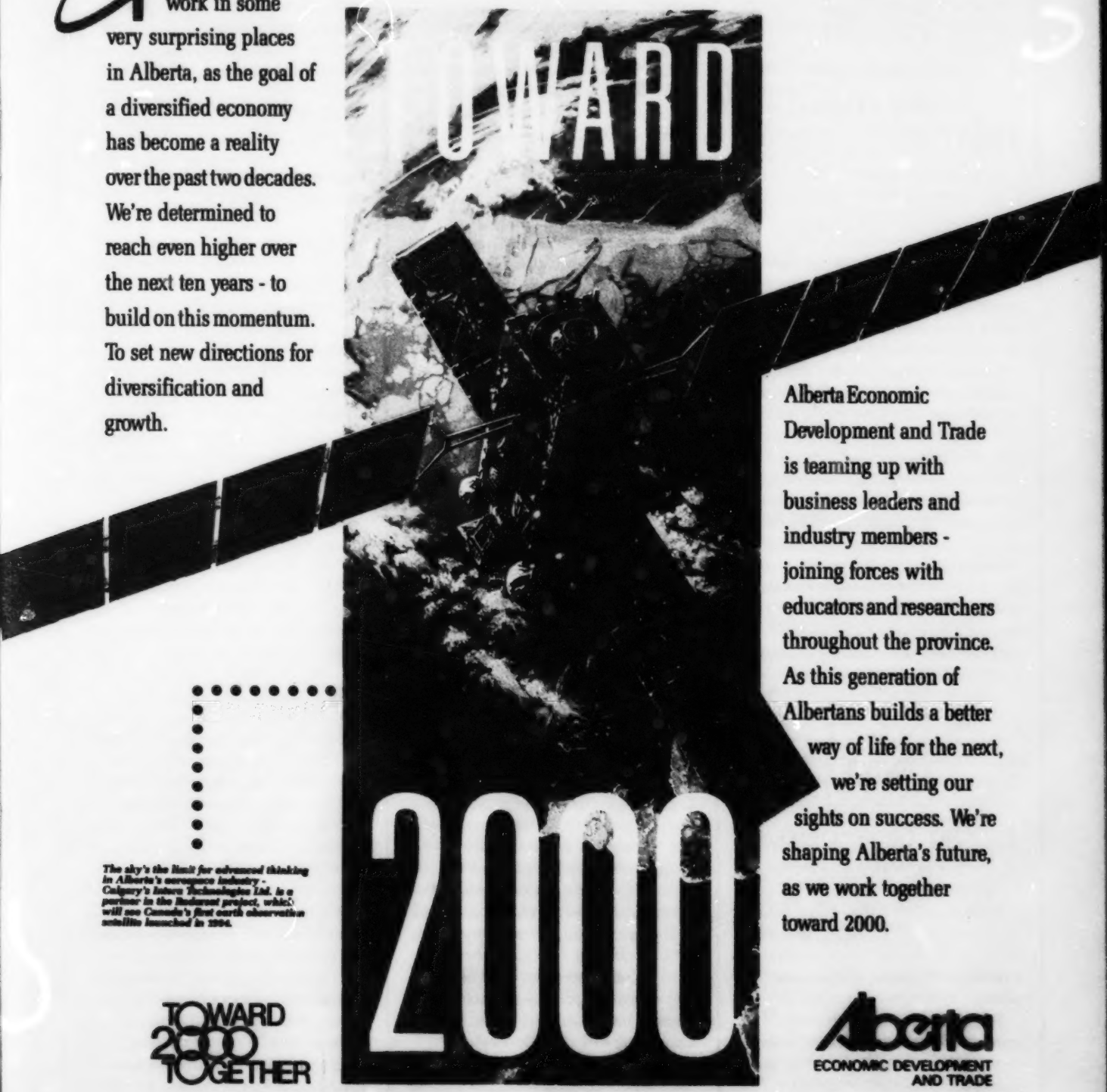
Contact:
Federal and Intergovernmental Affairs
Telephone: (403) 427-6543 (Edmonton)
or
Alberta Economic Development and Trade
Telephone: (403) 427-4809 (Edmonton)

Alberta Foreign Offices are located in six key financial and business centres of the world - London, New York, Tokyo, Hong Kong, Los Angeles, and Seoul. The offices work in conjunction with Alberta's private sector, government departments, and Canadian embassies and consulates on a wide range of projects and activities.

The size and mandate of each of the foreign offices varies, but they generally provide the following services.

- identify market opportunities and foreign joint ventures;
- assist private sector and government officials to arrange promotional activities and trade shows;
- assist Alberta businesses to gain an understanding of foreign cultures and their business environment;
- provide assistance and advice on any language or cultural barriers;
- arrange appointments for Alberta businesses with key contacts in the region and do follow-up to these meetings;
- provide information on office space and administrative support to Alberta companies and, in some cases, offer limited services in these areas; and
- assist the scientific, technical and educational sectors in enhancing their programs and projects by arranging contacts with appropriate institutions in the regions.

You'll find innovation at work in some very surprising places in Alberta, as the goal of a diversified economy has become a reality over the past two decades. We're determined to reach even higher over the next ten years - to build on this momentum. To set new directions for diversification and growth.



Alberta Economic Development and Trade is teaming up with business leaders and industry members - joining forces with educators and researchers throughout the province. As this generation of Albertans builds a better way of life for the next, we're setting our sights on success. We're shaping Alberta's future, as we work together toward 2000.

The sky's the limit for advanced thinking in Alberta's aerospace industry - Calgary's Intera Technologies Ltd. is a partner in the Radarsat project, which will see Canada's first earth observation satellite launched in 1994.

TOWARD 2000 TOGETHER

Alberta
ECONOMIC DEVELOPMENT AND TRADE

Alberta Economic Development and Trade, Industry Development Branch, 10th Floor, 9940 - 108 St., Edmonton, Alberta T5K 2P6. Tel: (403) 422-2005 • Fax: (403) 427-5824

CANADIAN INTERNATIONAL DEVELOPMENT AGENCY

Contact:
Industrial Cooperation Division
Calgary Office
Telephone: (403) 292-4928

Industrial Cooperation Program

This program stimulates increased participation by the Canadian private sector in the industrial development and growth of developing countries. Projects undertaken include joint ventures and other forms of business collaboration which provide benefits to both Canada and the developing countries. Support for starter studies and for viability studies is provided. Starter studies are preliminary analyses of opportunities; viability studies are in-depth analyses of project possibilities designed to lead directly to investment decisions. CIDA Inc. administers other related project support programs ranging in size up to a $500,000 maximum and covering most possible phases of industrial project development.

EXPORT DEVELOPMENT CORPORATION

Contact:
Calgary Office
Telephone: (403) 294-0928

Export Development Corporation (EDC)

EDC is a federal Crown corporation. Its mandate is to expand Canada's export trade by providing insurance, financing, and guarantee facilities to Canadian exporters.

EDC has a wide range of insurance products to protect Canadian exporters against 90% of losses caused by the failure of the foreign buyer to pay due to specific commercial and political causes. Sales made under short-term credit arrangements, long-term projects, and even investment in a foreign country may be insured. EDC also arranges competitive financing for foreign buyers to enable them to buy Canadian goods and services.

Additionally, EDC provides insurance against wrongful call-of-bid and performance bonds, and can provide guarantees to Canadian banks to assist the exporter in establishing these bonds. EDC's services can help any Canadian-based exporter of any size operating in any industrial, commodity or service sector.

EXTERNAL AFFAIRS AND INTERNATIONAL TRADE CANADA

Contact:
Edmonton Office
Telephone: (403) 495-2944
Calgary Office
Telephone: (403) 292-6660
...or the specific program contact where listed

International Trade Centres (ITCs)

ITCs have been established across Canada for the delivery of trade services and programs to the business community, and for coordination of trade development activities. ITCs are located within the regional offices of Industry, Science and Technology Canada, and are staffed by experienced trade officers. The ITCs operate under the guidance of External Affairs and International Trade Canada, working closely with the Department's geographic bureau in Ottawa and with trade development officers in Canadian embassies, high commissions and consulates abroad.

Investment Development Program

This program is delivered through the Trade Commissioner Network. The program's objective is to attract foreign investors to Canada. It is targeted mainly at industrialized countries with emphasis on the United States, Europe and Japan. CONTACT: (613) 996-1328 (Ottawa)

Program for Export Market Development (PEMD)

PEMD helps incorporated Canadian businesses to develop, increase and sustain their activities by sharing with them specific export marketing efforts. The industry-initiated segment of PEMD is geared to:

- encourage businesses that have not exported previously to begin export marketing; and
- encourage established exporters to expand their activities into new markets.

Contributions are repayable if sales are made to these markets. Under the government-planned activities segment of PEMD, missions and trade fairs are organized through the government, and Canadian firms may participate by paying a partial fee.

Visits to Canadian Trade Posts (NEBS, NEXUS, NEXOS)

The New Exporters to Border States (NEBS) Program is aimed at companies wishing to explore export opportunities with U.S. border states. Business tours are designed to familiarize small and medium sized firms with the steps they will encounter throughout the export process. Exporters can observe on-site how their product is dealt with and will be briefed on financing, brokerage, manufacturing agents, and other aspects they should be aware of. Introduction to other regional markets in the U.S. (NEXUS) as well as overseas (NEXOS) are also funded by External Affairs and International Trade Canada.

FEDERAL BUSINESS DEVELOPMENT BANK

Contact:
Edmonton Office
Telephone: (403) 495-2277
Calgary Office
Telephone: (403) 292-5000

Counselling Assistance for Small Enterprise (CASE)

CASE is a business counselling service available to any business in Canada which has 75 employees or less. This program was initiated in 1975 and assists approximately 10,000 businesses in Canada per year to launch or acquire businesses, identify opportunities, and address specific business problems. The "mission" for CASE is simply to be somewhere to turn to for good business advice at an affordable price. To access CASE, a business owner/manager contacts the nearest CASE Office (in Northern Alberta: Edmonton, 495-2643 and Southern Alberta: Calgary, 292-5000). Counselling is done on a one-to-one basis at the client's place of business. Upon completion of an assignment, a full written report is presented to the client outlining recommendations, schedules, action plans, strategies and responsibilities.

The Federal Business Development Bank

The Bank promotes and assists small and medium sized businesses in Canada through a number of services. The Bank's Financial Division offers term loans and loan guarantees to finance a variety of projects on flexible terms and conditions, including a choice of fixed or floating interest rates.

The Bank's Management Services Division offers management training through public seminars and courses in the areas of starting a business, marketing management, financial management, and personnel management. The Federal Business Development Bank also offers strategic planning to help businesses establish action plans for the future; a service which prepares reports to be used by financial institutions to assess applications for funding; and a variety of publications for business owners.

INDUSTRY, SCIENCE AND TECHNOLOGY CANADA

Contact:
Edmonton Office
Telephone: (403) 495-4782
Calgary Office
Telephone: (403) 292-4575
...or the specific program contact where listed

Advanced Manufacturing Technology Application Program (AMTAP)

AMTAP serves to enhance the international competitiveness of Canadian industry by stimulating more effective use of advanced manufacturing technology. The program provides contributions to help assess the feasibility of substantially upgrading manufacturing processes. AMTAP provides funding for qualified firms to engage an outside consultant to assess the commercial and technical feasibility of a comprehensive upgrade of manufacturing operations. Eligible projects may include the review of current operations with respect to long-term strategy, the definition of areas of improvement, the analysis of costs and benefits, and the preparation of an implementation plan.

Business Service Centres

Through a network of Business Service Centres across Canada and in Ottawa, members of the business community can access the complete range of departmental services, information products, programs, and expertise, as well as internal and external contacts they need to see their business grow. Centres are located in both Edmonton and Calgary.

Defence Industry Productivity Program (DIPP)

DIPP is designed to develop and maintain strong defence-related industries across Canada capable of competing successfully over the long term in domestic and export markets. Objectives include the development and maintenance of a defence-related production capability and of an advanced defence-related technology capability. Contributions are extended toward the eligible costs of:

- research and development of defence-related products and sustaining the associated technology base;
- establishing qualified Canadian suppliers;
- acquiring advanced production equipment to modernize or upgrade engineering and/or manufacturing capability in Canada; and
- market feasibility studies.

Microelectronics and Systems Development Program (MSDP)

MSDP is a program designed to support the development of advanced microelectronics and information technologies systems which will enhance the international competitiveness of companies in the manufacturing, processing or service industries in Canada. The program has two interrelated elements:

- microelectronics - the research and development of innovative microelectronic components, including underlying design and processing technology, for use in advanced systems or subsystems; and
- systems development - the research and development of systems based on advanced microelectronics and information technologies, for application in the manufacturing, processing or services industries.

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Small Business Loans Act (SBLA)

SBLA helps new and existing small business enterprises to obtain intermediate-term loans from chartered banks and other designated lenders to help finance specified fixed asset needs. These loans are made directly by approved lenders to small business enterprises, with the SBLA providing for loss-sharing arrangements between the lenders and the federal government. Business improvement loans up to $100,000 are available. All business improvement loans must be secured, and the maximum period over which a business improvement loan may be repaid may not exceed ten years.
CONTACT: Any chartered bank

Strategic Technologies Program

This program is designed to strengthen the capability of industry to develop and apply technologies that are important if Canada is to capture new market opportunities and maintain its standard of living. Three strategic technologies are eligible for funding under the program:

- information technology (computer hardware and software, telecommunications, microelectronics);
- biotechnology (genetic engineering, mass production of plant or animal cells, microbial fermentation, monoclonal antibody production, or protein engineering); and
- advanced industrial materials (ceramics, engineering plastics, super alloys, and high-temperature superconductors).

Technology Outreach Program (TOP)

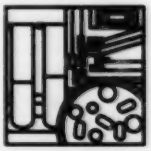
TOP will consolidate and redirect existing federal assistance to technology centres outside the federal establishment. TOP will provide start-up assistance for new centres as well as sustaining assistance for existing centres. In general, assistance will not be directed towards a centre's cost-recoverable activities, but will support, fully or in part, technology development and diffusion services that cannot be expected to recover full costs. Applicants must be incorporated, non-profit organizations established in Canada to provide technology development, diffusion and related training in support of industry. Industry associations, provincial research organizations and technology centres associated with universities are considered eligible.

NATIONAL DEFENCE

Contact:
Ottawa Office
Telephone: (613) 992-8938

Defence Industrial Research Program

This program aims to improve the research and technological capabilities of the Canadian defence industry. The program provides financial assistance of up to 50% of total project costs. The project must involve applied research in a defence technology. The research would generate sufficient knowledge to bring a novel concept of invention to a stage where application is feasible with or without other government assistance. Companies which apply should be incorporated in Canada and have sufficient autonomy to apply their research results from a Canadian base in the best interests of the Canadian economy.



NATIONAL RESEARCH COUNCIL (NRC)

Contact:
Edmonton Office
Telephone: (403) 450-5221
Calgary Office
Telephone: (403) 297-2600

Industrial Research Assistance Program (IRAP)

IRAP is a National Research Council program established to further the awareness and application of technology in Canadian industry in order to promote industry development. The field engineers, called Industrial Technology Advisors, are located at offices throughout the province. These advisors provide technical and other services to businesses on-site to support technology application in Alberta firms.

National Research Council (NRC)

NRC has laboratories across the country that are organized along multi-disciplinary lines aimed at particular areas of application. Research is undertaken in a wide range of strategic technologies with industrial potential such as biological systems and processes; the performance of machines and mechanical structures; and control systems and automated processes. A construction research unit is located in Calgary with special expertise in export systems development. NRC also

administers extensive programs of technical support to industry including financial support elements.

REVENUE CANADA

Contact:
Taxation, Information Services
Ottawa Office
Telephone: (613) 598-2275

Customs and Duty Drawbacks

This program, under the department of Customs and Excise, aims to directly financially assist Canadian business people. The program is mainly of interest to business people who import goods and materials to be further manufactured and then exported. Customs duty and taxes are returned on certain imported products that have been used or disposed of in a manner that qualifies. The possibility of a business qualifying for drawback should be discussed with a member of Customs and Excise. CONTACT: (403) 292-4637 or 292-4622 (Calgary)

Special Investment Tax Credit Program

This program promotes investment in areas across Canada adversely affected by economic disparities. These areas are selected by the federal government on the basis of census divisions containing the five per cent of the population suffering most from high unemployment and low per capita income. In Alberta, this program applies only in the Peace River region (Census Divisions 17, 18, 19), excluding the City of Grande Prairie. All manufacturing and processing activities, as defined under the Regional Development Incentives Act, are eligible providing they are located within the specially designated areas. There is no project size limit, and the project can be a new facility, an expansion, or a modernization.

SUPPLY AND SERVICES CANADA

Contact:
Calgary Office
Telephone: (403) 292-6120
Edmonton Office
Telephone: (403) 495-3704

Supply and Services Canada (SSC)

Supply and Services Canada is the chief purchasing agent of the federal government. The Department procures goods and services on behalf of 158 federal departments and agencies from about 85,000 different suppliers. SSC has recently opened up the federal procurement market by publicly advertising the majority of goods and services valued at $25,000 or more, as well as contracts covered by the General Agreement on Tariffs and Trade and the Free Trade Agreement. Open bidding requirements are advertised in two ways:

- The electronic Procurement Opportunities Board – Businesses equipped with a computer and a modem can get bid information on screen through Telecom Canada's iNet 2000 service. To subscribe call Telecom Canada at 1-800-267-8480.
- The daily print publication Government Business Opportunities, available by subscription from SSC.

To obtain more information on how to do business with SSC and on open bidding, please call the Corporate Relations Officers of the Alberta/ N.W.T. Office in Edmonton or the Directorate Office in Calgary.

WESTERN ECONOMIC DIVERSIFICATION CANADA

Contact:
Head Office, Edmonton
Telephone: (403) 495-4164
Calgary toll-free (403) 292-5382

International Marketing Initiative

This program provides organizational and financial support to assist western businesses wishing to participate in international marketing events to promote western products for export. The international events must be broadly applicable to a number of western companies. The program will bring a number of businesses together under one general project approval. It will generally offset up to 50% of a company's direct costs (up to a maximum of $10,000) for travel, shipping, labour, rental of display or booth space and demonstration or display materials expenses. It will also assist in directing companies to other appropriate government departments.

Quality Assurance Assistance Program (QAAP)

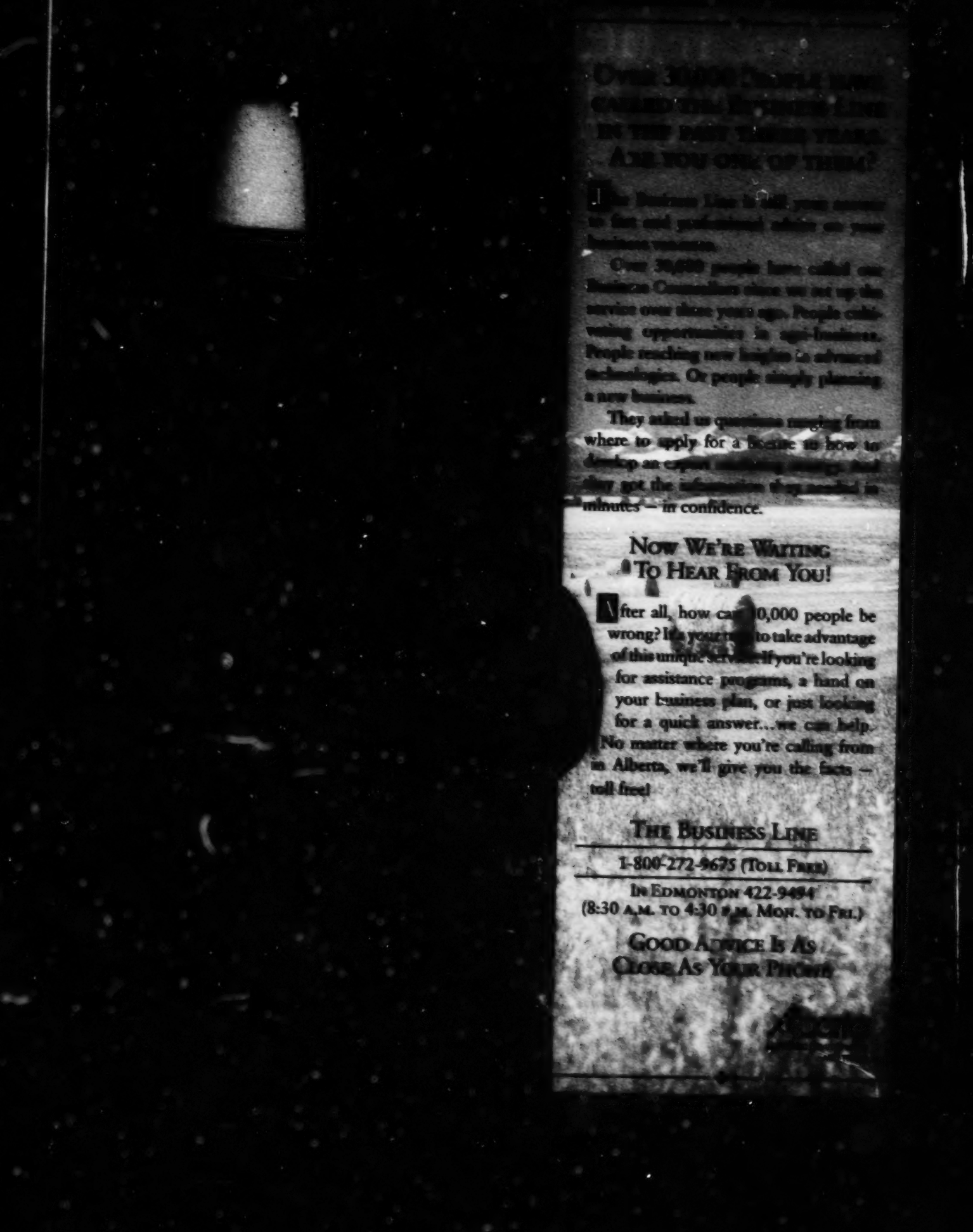
QAAP assists companies in upgrading their quality control systems to enable them to meet consistency and quality control standards required for federal contracts and some overseas markets. The program pays up to 50% of all eligible costs per company. Up to $20,000 in funding for implementation costs such as consulting services, labour and training will be non-repayable. Contributions for capital costs and implementation costs in excess of $20,000 are repayable.

Western Diversification Program (WDP)

WDP is designed to assist projects of strategic importance to Western Canada which would otherwise not proceed without support. Program funding is based on a project's individual merits. To be considered for assistance, the following principles are applied:

- The proposal must contribute to the diversification and development of the West's economy.
- Assistance will not duplicate or replace existing federal programs, and applications will be directed first to other available departments and programs for financial assistance.
- Maximum flexibility will be retained in structuring the way in which assistance is provided.
- Assistance is usually in the form of a repayable contribution and "tops up" funding secured from other, traditional sources.
- The applicant must have significant equity participation.
- Projects in the not-for-profit category or assistance to industry associations for marketing and promotion purposes will be considered for assistance.

The Western Diversification Program requires that projects involve new products, new markets and new technologies, including import replacements and improved productivity enhancements for Western Canadian industry.


Over 30,000 People have called the Business Line in the past three years. Are you one of them?
The Business Line is full of free advice on your business questions.
Over 30,000 people have called our Business Connection since we set up this service over three years ago. People cultivating opportunities in agri-business. People reaching new heights in advanced technologies. Or people simply planning a new business.
They asked us questions ranging from where to apply for a license to how to develop an export marketing strategy. And they got the information they needed in minutes — in confidence.
Now We're Waiting To Hear From You!
After all, how can 30,000 people be wrong? It's your turn to take advantage of this unique service. If you're looking for assistance programs, a hand on your business plan, or just looking for a quick answer...we can help. No matter where you're calling from in Alberta, we'll give you the facts — toll free!
The Business Line
1-800-272-9675 (Toll Free)
In Edmonton 422-9454
(8:30 a.m. to 4:30 p.m. Mon. to Fri.)
Good Advice Is As Close As Your Phone!